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Montana  
**Office of Public Instruction**  
Denise Juneau, State Superintendent

# Processing USDA Foods

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A HOW TO GUIDE FOR MONTANA SCHOOLS

# Guide Contents

- Overview of USDA Foods
- Ordering USDA Foods
- Processing USDA Foods
- Processor Listings
- Processing Calculators and Other Resources

Use this guide to help you decide if processing USDA Foods is a viable option for your district.

If you already know your district would like to divert bulk USDA Foods items for further processing, use this guide to help you through the process.



# What are USDA Foods?

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USDA Foods provide foods such as meats, vegetables, fruits, grains, and dairy products to schools participating in the National School Lunch Program. The USDA purchases these foods and administers the program at the federal level.

**At the state level**, the USDA Foods Program is administered by the Office of Public Instruction School Nutrition Programs, which then implements the program through agreements with local school districts. School districts that participate in the National School Lunch Program can order and incorporate USDA Foods received into their school meal menu.

USDA Foods are a valuable asset to school food service and can help school food service programs operate within their budget.

# USDA Foods: Quick Facts

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101,000 schools across the U.S. receive USDA Foods

USDA Foods make up about 20% of the total food value of food purchased for school meals

School districts are not required to accept items they do not want

States submit orders on behalf of districts

Purchases are request driven based on school district menus

USDA Foods = Healthy Choices and American Grown

# What makes a school eligible to receive USDA Foods?

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1. Participation in the National School Lunch Program (NSLP)
2. District/School has an agreement on file with State Agency

# How does a school receive USDA Foods?

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Each district in Montana receives an entitlement amount for USDA Foods based on their Planned Assistance Level (PAL).

$$\text{PAL} = \text{Previous Year's Total Meals Served} \times \text{Per Meal Rate}$$

*SY 2013-14 Per Meal Rate = \$0.2325*

You can find your district's entitlement amount [here](#).

# USDA Foods Available SY14

Click [here](#) for a list of foods available SY14

USDA Foods Description			WBSCM ID#	PACK SIZE	Subgroup	USDA Foods Description			WBSCM ID#	PACK SIZE	Subgroup
<b>FRUITS</b>						<b>FRUITS</b>					
<a href="#">Apple Slices, Unsweetened, Canned</a>			100206	6/#10 can		<a href="#">Strawberries, Diced, Cups, Frozen</a>			100256	96/4.5 oz cups	
<a href="#">Apple Slices, Unsweetened, Frozen</a>			100258	30 lb ctn		<a href="#">Strawberries, Sliced, Frozen</a>			100254	30 lb ctn	
<a href="#">Apples for further processing</a>			110149	Bulk Tankers		<a href="#">Strawberries, Whole, Unsweetened, Frozen (IQF)</a>			100253	30 lb ctn	
<a href="#">Apples, Braeburn, Fresh</a>			100523	40 lb ctn		<b>VEGETABLES</b>					
<a href="#">Apples, Empire, Fresh</a>			100517	40 lb ctn		<a href="#">Beans, Green, Low-sodium, Canned *</a>			100307	6/#10 can	OTH
<a href="#">Apples, Fresh, Sliced</a>			100286	200/2 oz bag		<a href="#">Beans, Green, No added salt, Frozen **</a>			100351	30 lb ctn	OTH
<a href="#">Apples, Fresh, Sliced</a>			100284	100/2 oz bag		<a href="#">Broccoli Florets, No added salt, Frozen **</a>			110282	30 lb ctn	DG
<a href="#">Apples, Fresh, Sliced</a>			100285	64/2 oz bag		<a href="#">Carrots, Baby Cut, Fresh</a>			100982	100/2oz bag	RO
<a href="#">Apples, Gala, Fresh</a>			100521	40 lb ctn		<a href="#">Carrots, Sliced, Low-sodium, Canned *</a>			100309	6/#10 can	RO
<a href="#">Apples, Granny Smith, Fresh</a>			100512	37 lb ctn		<a href="#">Carrots, Sliced, No added salt, Frozen **</a>			100352	30 lb ctn	RO
<a href="#">Apples, Red Delicious, Fresh</a>			100514	40 lb ctn		<a href="#">Corn, Whole Kernel, No added salt, Canned **</a>			100313	6/#10 can	ST
<a href="#">Applesauce, Cups, Unsweetened</a>			110361	96/4.5 oz cups		<a href="#">Corn, Whole Kernel, No added salt, Frozen **</a>			100348	30 lb ctn	ST
<a href="#">Applesauce, Unsweetened, Canned</a>			100208	6/#10 can		<a href="#">Peas, Green, Low-sodium, Canned *</a>			100315	6/#10 can	ST
<a href="#">Apricots, Cups, Frozen</a>			100261	96/4.5 oz cups		<a href="#">Peas, Green, No added salt, Frozen **</a>			100350	30 lb ctn	ST
<a href="#">Apricots, Diced, Extra Light Syrup, Canned</a>			100216	6/#10 can		<a href="#">Potatoes, Frozen, Bulk</a>			100506	Bulk lbs	ST
<a href="#">Apricots, Diced, Peeled, Extra Light Sucrose, Canned</a>			110230	6/#10 can		<a href="#">Potatoes, Dehydrated, Bulk (replaces 101015)</a>			110227	Bulk lbs	ST
<a href="#">Apricots, Frozen 40 lb</a>			100260	40 lb ctn		<a href="#">Potatoes, Oven, Frozen **</a>			100357	6/5 lb packs	ST
<a href="#">Apricots, Halves, Extra Light Sucrose, Canned</a>			110231	6/#10 can		<a href="#">Potatoes, Rounds, Frozen **</a>			100358	6/5 lb packs	ST
<a href="#">Apricots, Halves, Extra Light Syrup, Canned</a>			100209	6/#10 can		<a href="#">Potatoes, Russet, Fresh</a>			100340	50 lb ctn	ST
<a href="#">Apricots, Sliced, Frozen</a>			100259	20 lb ctn		<a href="#">Potatoes, Wedges, Fat Free, Frozen (IQF)**</a>			100356	6/5 lb packs	ST
<a href="#">Blueberries, Cultivated, Unsweetened, Frozen (IQF)</a>			100244	30 lb ctn		<a href="#">Potatoes, Wedges, Frozen (IQF)**</a>			100355	6/5 lb packs	ST
<a href="#">Blueberries, Wild, Unsweetened, Frozen (IQF)</a>			100243	30 lb ctn		<a href="#">Salsa, Low-sodium, Canned *</a>			100330	6/#10 can	RO
<a href="#">Cherries, Frozen (IQF)</a>			100237	40 lb ctn		<a href="#">Salsa, Low-sodium, Pouch *</a>			110186	6/106 oz pouch	RO
<a href="#">Cherries, Dry #4</a>			100299	4/4# ctn		<a href="#">Spinach, Chopped, No Added Salt, Frozen (IQF)**</a>			110392	20 lb ctn	DG
<a href="#">Cherries, Frozen</a>			100235	30 lb ctn		<a href="#">Sweet Potatoes, Bulk</a>			100980	Bulk lbs	RO
<a href="#">Cherries, Red, Water Packed, Canned</a>			100228	6/#10 can		<a href="#">Sweet Potatoes, Extra Light Syrup, Low-sodium, Canned *</a>			100317	6/#10 can	RO
<a href="#">Cranberry Sauce, Canned</a>			100214	6/#10 can		<a href="#">Sweet Potatoes, Fresh</a>			100343	40 lb ctn	RO
<a href="#">Fruit Mix, Dried</a>			110161	5/5 lb ctn		<a href="#">Sweet Potatoes, Marbled, No added salt, Frozen **</a>			100354	6/5 lb packs	RO
<a href="#">Fruit Mix, Extra Light Sucrose, Canned</a>			110233	6/#10 can							
<a href="#">Fruit Mix, Extra Light Syrup, Canned</a>			100212	6/#10 can							

# Ordering USDA Foods

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Online Order Form [Here](#)

For additional help contact **Judy Wilson**

406-444-4415

[juwilson@mt.gov](mailto:juwilson@mt.gov)



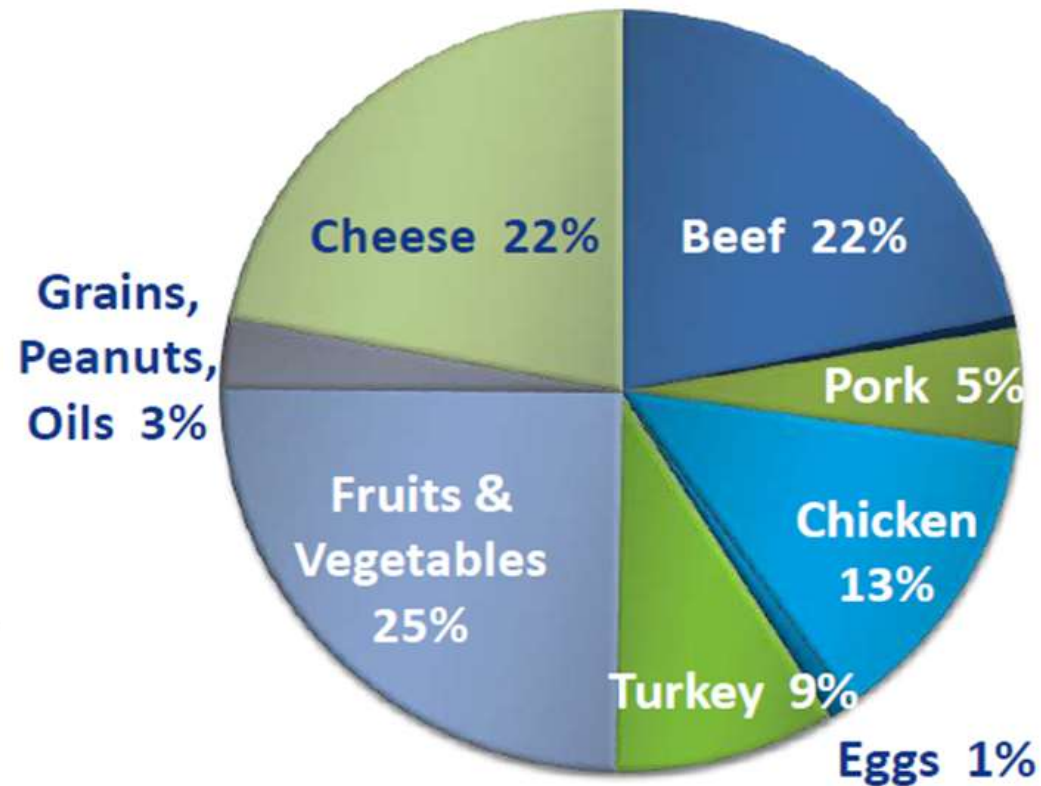
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# National USDA Foods Ordering Averages

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# What can a school do with USDA Foods?

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Order USDA Foods to use directly in planned menus

and/or

Order bulk USDA Foods items to divert towards **processing**

# What is processing?

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Schools/districts can use their entitlement dollars to order bulk USDA Foods items and convert them into a processed, value added product.

USDA Foods processing expands USDA Foods use from a limited number of items to a broader variety of nutritionally sound, popular items, while keeping labor costs to a minimum.

# Bulk USDA Foods Available for Processing in Montana

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Beef

Cheese

Chicken

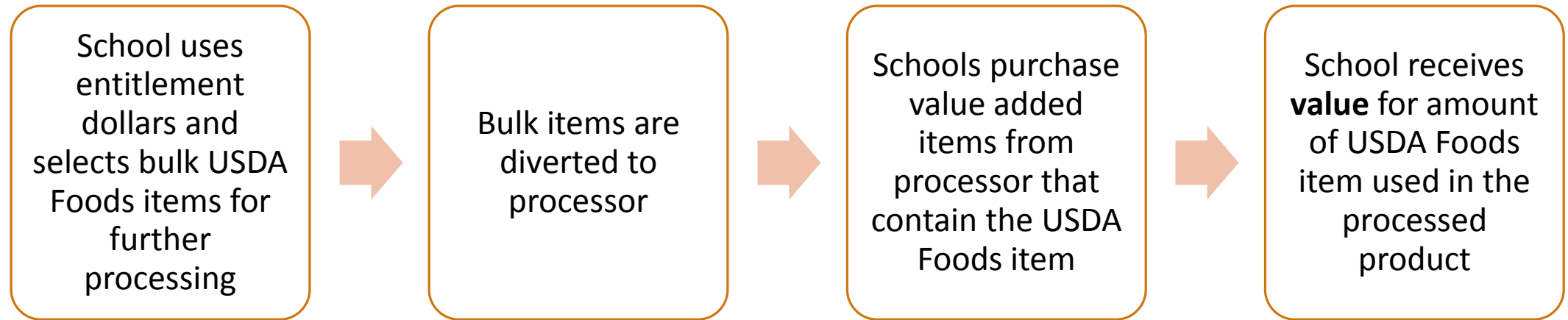
Peanut Butter

Pork

Turkey

# How does processing work?

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*Some processing options will also incur processing and shipping fees in addition to the product cost.*

# How do I know what product to order?

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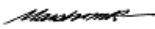
The **Summary End Product Data Schedule** (aka SEPDS) allows users to see what products a processor can make from different bulk USDA Foods items.

Each item offered is assigned a code by the food processor to identify the processed product clearly.

Look [here](#) to find SEPDS for all Montana processors.

# Understanding a Manufacturer's SEPDS

Product Code,  
Description, Net  
Case weight,  
Serv./cs and  
Weight per  
serving required

SEPDS A		SUMMARY END PRODUCT DATA SCHEDULE								SCHWANS			
<input checked="" type="checkbox"/> <b>National Summary</b> <small>(EPDS approved by USDA)</small>		THIS IS AN ORIGINAL SUMMARY SCHEDULE UNLESS CHECKED BELOW:								VALUE PASS THROUGH SYSTEMS APPROVED:			
<input type="checkbox"/> <b>State Summary</b> <small>(EPDS approved by state agency)</small>		<input type="checkbox"/> Reflects Change in Formulation (Italic) <input type="checkbox"/> Additional Products Listed <input type="checkbox"/> <b>Correction</b>								<input type="checkbox"/> Direct Sale <input type="checkbox"/> Refund to Recipient Agency <input type="checkbox"/> Net Price Through Distributor <input type="checkbox"/> Fee for Service (billed by Processor) <input type="checkbox"/> Fee for Service (billed by Distributor)			
Information Certified as Accurate from Approved EPDS (requires signature from agency that approved EPDS)										Certified by State Agency			
End Product Code & Description	Net Weight Per Case	Servings Per Case	Net Weight per Serving	WBSCM Item Code	Donated Food (commodity code and short title)	DF Inventory Drawdown per case	By Products Produced*	Value per pound of DF (contract value)	Value of DF per case (F x H)	Effective Date	State Agency Acceptance/Approval		
<b>A</b>	<b>B</b>	<b>C</b>	<b>D</b>		<b>E</b>	<b>F</b>	<b>G</b>	<b>H</b>	<b>I</b>	<b>J</b>	<b>K</b>		
78637	Big Daddys 16" Premium Cheese Pizza	<input type="checkbox"/> 23.29	<input type="checkbox"/> 72	5.18	<input type="checkbox"/> 100332 <input type="checkbox"/> MATO PASTE FOR BULK PROCESSING	1.16	<input type="checkbox"/> No	\$0.3619	\$0.42				
78637	Big Daddys 16" Premium Cheese Pizza	23.29	72	5.18	100418 FLOUR BAKER HARD WHT UNBLCH-BULK	5.03	No	\$0.2470	\$1.24				
78637	Big Daddys 16" Premium Cheese Pizza	23.29	72	5.18	110244 CHEESE MOZ LMPT SKM UNFZ PROC PK(41125)	8.47	No	\$1.7170	\$14.54				
<b>PROCESSOR:</b>				<b>USDA APPROVAL:</b> <small>(not applicable for state summary)</small>				<b>STATE AGENCY APPROVAL:</b>					
Schwan's Food Service, Inc. <small>Name of Company</small>				USDA FNS FDD <small>Name of Approving Agency</small>				Name of Approving Agency					
Marsha Rose, Sr Dir Market Strategies & Distribution <small>Name and Title of Authorized Representative</small>				Sherry Thackeray-Comm. Processing <small>Name and Title of Authorized Representative</small>				Name and Title of Authorized Representative					
 Signature				11/19/2013 Date Signed				11/19/2013 Date Signed					
Signature				Signature				Signature					
Date Signed				Date Signed				Date Signed					

Commodity Rate  
\$\$

Commodity  
value/cs

Commodity  
Lbs/cs

USDA and State  
signed approval  
required

\*If by products are produced, provide value and method credit will be given

# How do you access your USDA Foods value?

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In Montana,  
schools have two  
value pass through  
options when  
processing  
USDA Foods:



e-Rebate

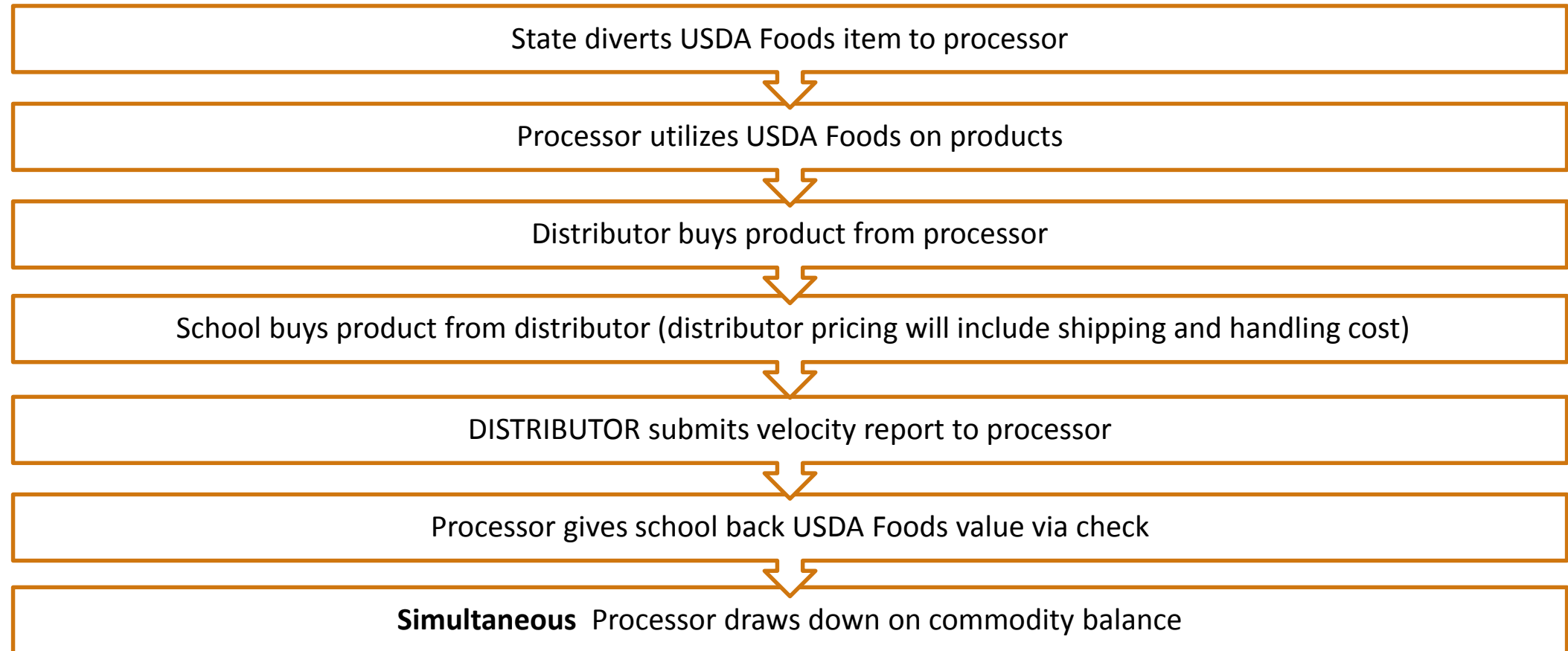


Net Off Rebate



distributors pricing will include shipping and handlings costs

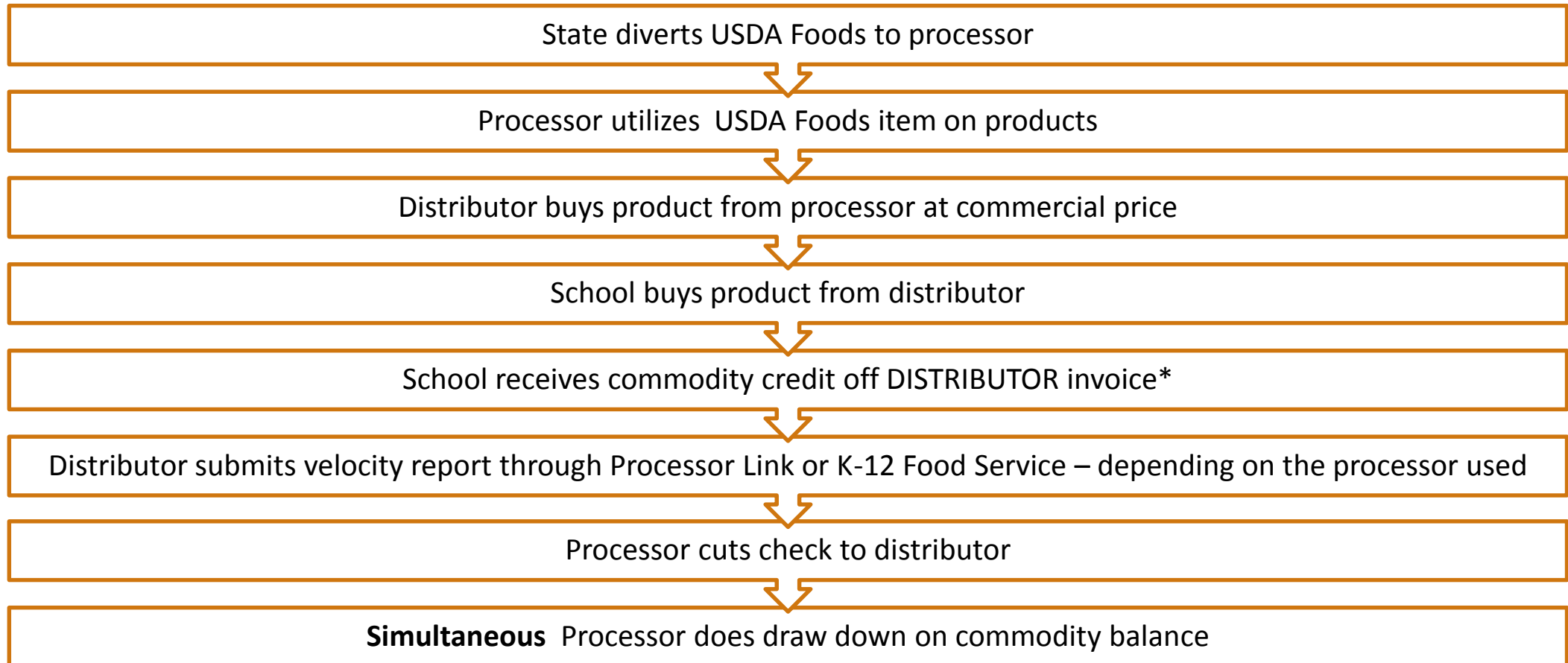
# E-Rebate Process



*This process is used by Schwan's and ConAgra.*

# Net Off Invoice Process

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*\*Schools using this process can be billed for the processing and shipping costs incurred for the product they ordered.*

# Per Pound Value of USDA Foods

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**Mozzarella Cheese:** \$1.7170/lb

**Chicken Legs:** \$0.6933/lb

**Pork Leg Roasts:** \$1.37/lb

**Beef Boneless Combo:** \$2.27/lb

**Turkey:** \$1.08/lb

**Chix Chill LG:** \$0.85/lb

**Peanut Butter:** \$0.96/lb










**Cheese Natural American:** \$2.14/lb

*USDA November 15<sup>th</sup> Price File:*

<http://www.fns.usda.gov/fdd/processor-pricing-reports>



# USDA Foods Processors in Montana

	Processor	
	AdvancePierre	
	Asian Food Solutions, Inc	
	Bosco's Pizza	
	ConAgra	
	J.T.M.	
	Jennie-O	
	Pilgrim's Pride	
	Schwan's	
	Tyson	

*Click on a company logo to go to company contact information.*

Click on company  
logo to find  
SEPDS.



**The Core Group/Western Marketing (Billings)**

Steve Worthington

800-823-0220

800-735-7846 Ext. 223 (Voicemail)

Items Processed: **Peanut Butter**

**Value Pass Through Method:**

*Net Off Rebate*

[Back to Processor Directory](#)

Click on company  
logo to find  
SEPDS.



### Company Contact

Pam Murray  
818-388-9843

### Intermountain Food Brokerage

Clayton Scheafer (Billings)  
406-861-8602  
Lee Slehofer (Missoula)  
406-239-0963

Items Processed: **Chicken**

Value Pass Through Method:

*E-Rebate*

[Back to Processor Directory](#)

Click on company  
logo to find  
SEPDS.



**Advantage Waypoint**

Randy Witzel

406-656-4911 Office

406-208-0068 Cell

Items Processed: **Cheese**

**Value Pass Through Method:**

*Net Off Rebate*

[Back to Processor Directory](#)

Click on company  
logo to find  
SEPDS.



**Acosta Sales and Marketing (Billings)**

Tom Smith  
701-476-5270

Items Processed: **Cheese**

**Value Pass Through Method:**

*E-Rebate*





Click on company  
logo to find  
SEPDS.



### Montana Food Service (Billings)

Jerry Newhouse

406-259-0638 Office

406-689-8729 Cell

Items Processed: **Cheese, Pork**

Value Pass Through Method:

*Net Off Rebate*

[Back to Processor Directory](#)

Click on company  
logo to find  
SEPDS.



**Acosta Sales & Marketing/Juhl Brokerage, Inc (Missoula)**

Don Hege

406-728-4349 Office

406-544-3729 Cell

Items Processed: **Turkey**

**Value Pass Through Method:**

*Net Off Rebate*

[Back to Processor Directory](#)

Click on company  
logo to find  
SEPDS.



**The Core Group/Western Marketing (Billings)**

Steve Worthington

800-823-0220

800-735-7846 Ext. 223 (Voice Mail)

Items Processed: **Chicken**

**Value Pass Through Method:**

*Net Off Rebate*

[Back to Processor Directory](#)

Click on company  
logo to find  
SEPDS.



**Schwan's School Foodservice (Buckley, WA)**

Bonnie Britt

253-863-5196 Office

253-973-3733 Cell

Items Processed: **Cheese**

**Value Pass Through Method:**

*Net Off Rebate*

[Back to Processor Directory](#)

Click on company  
logo to find  
SEPDS.



**Advantage Waypoint**

Randy Witzel

406-656-4911 Office

406-208-0068 Cell

Items Processed: **Beef, Chicken**

**Value Pass Through Method:**

*Net Off Rebate*

Next Slide

Back to Processor Directory

# Resources

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USDA FOODS CALCULATORS

OTHER RESOURCES

# Product Calculators

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Asian Food Solutions [Calculator](#)

J.T.M [Calculator](#)

Pilgrim's Pride [Calculator](#)



# Additional Resources

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**Processor Link** and **K12 Food Service** are independent companies that provide additional support for processing USDA Foods including processor webpages that contain nutrition information, calculators, recipes, merchandising, and more.

## [Processor Link](#)

AdvancePierre Foods, Inc.  
Schwan's Food Service, Inc.

## [K12 Food Service](#)

Asian Food Solutions, Inc.  
JTM Provisions Co., Inc.  
Jennie-O Turkey Store Sales, LLC  
Tyson Sales & Distribution, Inc.





Good Luck!